ACCOUNT: 4257690
PARENT : 670380C PAYING : 670380P
WAKEFERN FOOD CORPORATION
SOUTH BRUNSWICK, NJ

RJR BUSINESS	1992
DOLLAR VOLUME (NET)	$ 8,122,114
RJRT CASE VOLUME (12M)	11,262
FORSYTH CASE VOLUME (12M)	
TOTAL CASE VOLUME (12M)	11,262

1992 RJR INCENTIVE PROGRAMS	ACTUAL PAYMENT	POTENTIAL PAYMENT	UNEARNED PAYMENT
WINNERS			
FINANCIAL	$ 30,520	$ 30,520	$
PROMOTION/DISTRIBUTION 01,03,11	22,524	22,524	
TEAMWORK BONUS (2ND HALF)	9,794	9,794	
SUB TOTAL	$ 62,838	$ 62,838	$
ELECTRONIC FUNDS TRANSFER DISCOUNT (0.5%)	40,611	40,611 *	
CASH/ANTICIPATION DISCOUNT	272,836	272,836	
QUARTER END PAYMENTS	29,664	29,664	
PRICE INCREASE DIFFERENTIAL	45,014	45,014	
DORAL/MAGNA/STERLING CASE ALLOW (1ST HALF)	8,223	8,223	
NEW BRAND INTRODUCTION ALLOWANCE	12,204	12,204	
NEW BRAND DISTRIBUTION INCENTIVE	1,236	1,236	
HAND STAMPING ALLOWANCE	2,287	2,287	
BUY SOME GET SOME FREE HANDLING ALLOWANCE			
GRAND TOTAL	$ 474,913	$ 474,913	$

	ACTUAL	POTENTIAL	UNEARNED
1992 PER CASE PAYMENT	$ 42.17	$ 42.17	$

* TOTAL DOLLAR VOLUME (NET) TIMES 0.5% DISCOUNT.

$$$$$$$$$$ WINNERS - PARTNERSHIP IN PERFORMANCE $$$$$$$$$$

1993 MAXIMUM EARNINGS POTENTIAL
BASED ON 1992 TOTAL CASE VOLUME

FINANCIAL AND PROMOTION/DISTRIBUTION	@ 4.50/CS	$ 50,679
TEAMWORK BONUS	@ 1.50/CS	$ 16,893
TOTAL PROJECTED 1993 WINNERS EARNING POTENTIAL		$ 67,572
TOTAL PROJECTED 1992 WINNERS EARNING POTENTIAL		$ 62,838-
TOTAL PROJECTED 1993 WINNERS EARNINGS INCREASE		$ 4,734+

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Source: https://www.industrydocuments.ucsf.edu/docs/ljwy0000

ACCOUNT: 6703800
PARENT : 670380C PAYING : 670380P
WAKEFERN FOOD CORP.
ELIZABETH, NJ
OFF LIST: 03/24/92

RJR BUSINESS	1992
DOLLAR VOLUME (NET)	$ 1,252,083
RJRT CASE VOLUME (12M)	1,801
FORSYTH CASE VOLUME (12M)	
TOTAL CASE VOLUME (12M)	1,801

1992 RJR INCENTIVE PROGRAMS	ACTUAL PAYMENT	POTENTIAL PAYMENT	UNEARNED PAYMENT
WINNERS			
FINANCIAL	$ 5,404	$ 5,404	$
PROMOTION/DISTRIBUTION	3,602	3,602	
TEAMWORK BONUS (2ND HALF)			
SUB TOTAL	$ 9,006	$ 9,006	$
ELECTRONIC FUNDS TRANSFER DISCOUNT (0.5%)	6,259	6,259 *	
CASH/ANTICIPATION DISCOUNT	42,060	42,060	
QUARTER END PAYMENTS			
PRICE INCREASE DIFFERENTIAL			
DORAL/MAGNA/STERLING CASE ALLOW (1ST HALF)			
NEW BRAND INTRODUCTION ALLOWANCE			
NEW BRAND DISTRIBUTION INCENTIVE			
HAND STAMPING ALLOWANCE	325	325	
BUY SOME GET SOME FREE HANDLING ALLOWANCE			
GRAND TOTAL	$ 57,650	$ 57,650	$

	ACTUAL	POTENTIAL	UNEARNED
1992 PER CASE PAYMENT	$ 32.01	$ 32.01	$

* TOTAL DOLLAR VOLUME (NET) TIMES 0.5% DISCOUNT.

$$$$$$$$$$ WINNERS - PARTNERSHIP IN PERFORMANCE $$$$$$$$$$

1993 MAXIMUM EARNINGS POTENTIAL
BASED ON 1992 TOTAL CASE VOLUME

FINANCIAL AND PROMOTION/DISTRIBUTION	@ 4.50/CS	$ 8,105
TEAMWORK BONUS	@ 1.50/CS	$ 2,702
TOTAL PROJECTED 1993 WINNERS EARNING POTENTIAL		$ 10,807
TOTAL PROJECTED 1992 WINNERS EARNING POTENTIAL		$ 9,006-
TOTAL PROJECTED 1993 WINNERS EARNINGS INCREASE		$ 1,801+

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Source: https://www.industrydocuments.ucsf.edu/docs/ljwy0000